

\$4,000,000

ROBERT GAIR COMPANY

NEW YORK

First Mortgage 7% Gold Bonds

Dated January 1, 1922

Due January 1, 1937

Interest payable January 1 and July 1. Issued in denominations of \$1,000 and \$100. Registerable as to principal only and interchangeable. Redeemable at 110 up to January 1, 1923, and at 105 thereafter. Federal Income Tax up to 2% to be paid by the Corporation. Pennsylvania four mill tax refunded.

CENTRAL UNION TRUST COMPANY OF NEW YORK, TRUSTEE

CAPITALIZATION

First Mortgage 15-Year 7% Gold Bonds. Authorized \$6,000,000. Issued \$4,000,000
First Preferred 7% Stock. 833,200
Second Preferred 7% Stock. 4,000,000
Common Stock, 475,000 Shares, No Par Value. Book Value, Oct. 31, 1921 9,712,697

SUMMARY

Mr. George W. Gair, President of the Company, summarizes as follows his letter, copy of which can be obtained from the bankers on application:

- 1. The Robert Gair Company, incorporated in New York in 1903, is the successor to the firm of the same name founded by Robert Gair in 1864.
2. The Company is the largest manufacturer in the world of paper containers, such as folding boxes, corrugated cartons, fibre shipping cases and display containers. It also manufactures paper, box board and other package materials and lithographs and prints many forms of advertising material.
3. The Company operates six large plants at strategic points for the manufacture and distribution of its products. Locations are at Haverhill, Mass., Piermont, N. Y., Chicago, Ill., Quincy, Ill., New London, Conn., and Brooklyn, N. Y. Four of these plants are owned by it, two of which are located on leased lands. The Company also owns other valuable property and real estate.
4. The lands, buildings and equipment on which these bonds are to be a first mortgage have been appraised as of November 1st, 1921, by the Standard Appraisal Company at a sound value of \$11,126,000 or over \$2,780 for each \$1,000 Bond.
5. The Net Tangible Assets, exclusive of goodwill, were on Oct. 31, 1921, in excess of \$3,760 for each \$1,000 bond of this issue, after giving effect to the new financing.
6. Combined net earnings of the six plants, after depreciation and interest charges and before Federal taxes, for the five years ended December 31, 1920, have averaged \$2,275,000 per annum or more than 8 times the interest charge of \$280,000 on these Bonds. In each of these years net earnings have been in excess of \$1,500,000. While operations for the year 1921 will result in a loss, current operations are again on a profitable basis.
7. The mortgage indenture will provide for a sinking fund commencing May 1, 1923, of an amount equal to 15% of the annual net earnings of the preceding calendar year, but not less than \$150,000 annually.
8. Additional bonds can only be issued to the extent of 50% of the cost of new property and subject to other rigid restrictions.
9. The stability of this business is demonstrated by almost 60 years of successful operation and by the diversity of the products which are distributed to leading consumers throughout the world.

The legal proceedings in connection with this issue are being passed upon by Messrs. Chadbourne, Babbitt & Wallace for the Bankers, and Messrs. Larkin, Rathbone & Perry for the Company.

We offer these bonds when, as and if issued and received and subject to authorization of the issue by the stockholders, and to approval of proceedings by counsel.

Price 96 1/2 and interest, yielding 7.39%

HAYDEN, STONE & COMPANY

E. H. ROLLINS & SONS THE EQUITABLE TRUST COMPANY OF NEW YORK

EDWARD B. SMITH & CO.

The above statements are not guaranteed but are based upon information which we believe to be accurate and reliable and upon which we have acted in the purchase of these bonds.

NEW YORK BONDS

Table listing various New York Bonds with columns for name, amount, and price. Includes entries like Canada's 5% 1922, U.S. 4% 1925, etc.

Financial Briefs

Directors of the Montreal Tramway Company have declared a 2% per cent dividend on back account, leaving arrears of 2% per cent since January 1920. The company has paid off 10 per cent of arrears, leaving making payments of 2% per cent quarterly.
The average price of the twenty active industrial stocks advanced 0.25 per cent yesterday to 116.64, while the twenty railroads declined 0.13 per cent to 74.98.

Commonwealth of Pennsylvania 4 1/2 Per Cent Bonds

Due December 1, 1931
Subject to Redemption December 1, 1936
Coupon and Registered Bonds Interchangeable
Tax Free in Pennsylvania
Free of All Income Taxes
Legal Investment for Trust Funds
Price: 107.23 and Interest
To Net 4.10 Per cent

Biddle & Henry

104 South Fifth Street

New Issue

\$2,000,000 WARREN BROTHERS COMPANY

Fifteen-Year 7 1/2% Convertible Sinking Fund Debenture Gold Bonds

Dated January 2, 1922 Due January 1, 1937
Authorized \$3,000,000 Outstanding \$2,000,000

Redeemable in whole or in part at the option of the Company on 60 days' notice on any interest date up to and including January 1, 1927, at 107 1/2 and interest; thereafter at 107 1/2 and interest less 3/4% for each 12 months or part thereof elapsed after January 1, 1927.

Coupon Bonds in denominations of \$1,000 and \$500, registerable as to principal. Interest payable in New York or Boston without deduction for any Federal Income taxes to the extent of 2% per annum which the Company or Trustee may be required to withhold.

The Company agrees to refund when paid and claimed by holders, the Massachusetts State Income Tax, not to exceed 6 1/2%.

STATE STREET TRUST COMPANY, Boston, Trustee

These bonds are fully described in a letter by Mr. John Dearborn, President of the Company, which is printed herewith. The following salient points should be noted:
HISTORY: Warren Brothers Company was incorporated in 1900 by seven of the sons of Herbert Marshall Warren, who were actively engaged in the asphalt refining industry and the laying of sheet asphalt pavements for many years. Warren Brothers Company constitute by far the largest road-building organization in the world, and its pavements have been used in over five hundred cities of the United States and Canada and various foreign countries.

SERVICE: The Company maintains laboratories and a corps of competent engineers for the inspection of all work done under its license. The Company is continually making original research through its laboratories and experts into other forms of paving construction which have prospect of extensive use.

PURPOSE OF ISSUE: To reduce current indebtedness and provide working capital made necessary by the steady growth of the Company. It is estimated that the proceeds of this issue, together with collection of accounts due and to become due, will by March 1, 1922, liquidate the entire floating debt of the Company.

EARNINGS: The net earnings of the Company available for bond interest after Federal taxes and depreciation averaged for the two years and ten months, ending October 31, 1921, \$808,000, or about 4 1/2% times the interest charges on all outstanding bonds, including this issue, and for the nine years and ten months to October 31, 1921, \$477,000, or over 2 1/2% times the interest charges on all outstanding bonds, including this issue.

CONVERTIBILITY: These bonds are convertible into no par value common stock of the Company on the basis of \$30 per share for the first five years; \$35 per share for the next five years; and \$40 per share for the last five years of the term of the bonds.

SINKING FUND: For the first five years the Sinking Fund will amount to 2 1/2% of the bonds issued, and for the next ten years 3 1/2% of the bonds issued, or 10% of the net earnings, whichever is the greater. Application will be made to list these bonds on the Boston Stock Exchange. When, as and if issued and received by us. Legal matters relating to the authorization and issue of the bonds will be subject to the approval of Messrs. Ropes, Gray, Boyden & Perkins.

PRICE 97 1/2, TO YIELD 7 3/4%

Paine, Webber & Company

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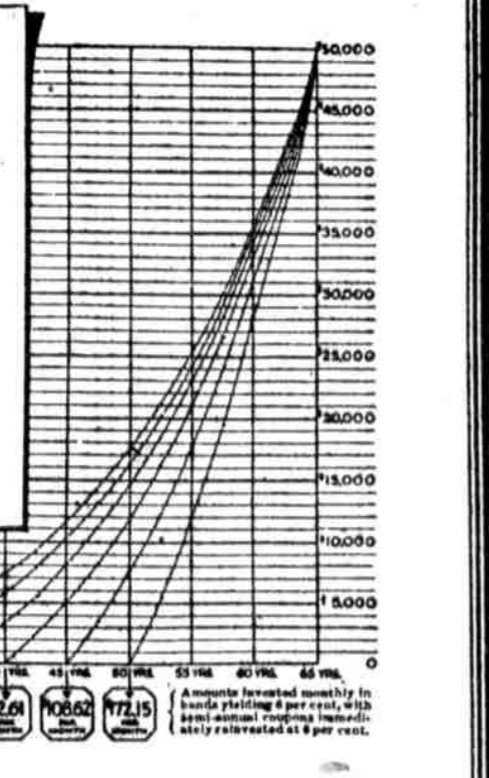
HOW TO ACCUMULATE

\$50,000

in SAFE BONDS and an income of about \$3000 per year at age 65

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BOND BUYERS are investing from as little as \$10 per month to as much as \$1000 per month under the Halsey, Stuart & Co. Investment Plan. It can be used by people of all levels of income as an effective means of saving regularly and building up a surplus in safe bonds. The chart to the right shows the surprising accumulation which results from systematic investment of various amounts monthly.



Use the Plan Sheet

An important part of our booklet, "A Sure Road to Financial Independence," is the "Plan Sheet" which clearly outlines how to analyze your expenses and budget your income to provide for carrying out a systematic investment plan.



HALSEY, STUART & CO. bonds are the kind which banks and insurance companies invest in—sound, conservative issues of Government, Municipal, Public Utility and Industrial Bonds—yielding up to 7 1/2% at the present market. A list of our bonds, with descriptions, will be sent upon request without obligation.

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